

Subject: Application of annuities
in connection with life income,
conservation of estates, and
elimination of taxes.

Lowe, Ralph, Jr.
[Boston, MA]

1976

THE EQUITABLE LIFE ASSURANCE SOCIETY
OF THE UNITED STATES

HOME OFFICE NEW YORK, N.Y.

THOMAS I. PARKINSON, PRESIDENT

RALPH LOWE, JR., ASSISTANT AGENCY MANAGER
ROOM 1216, 100 MILK STREET
BOSTON, MASS.

BOSTON, MASS.,
April 9, 1936.

Mr. Howland Wood
137 Franklin Ave.
Flushing, New York

Dear Mr. Wood:

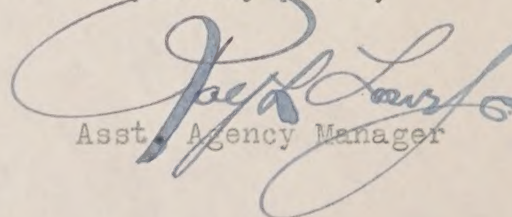
You will recall my correspondence with you in June and September of last year, and the very pleasant conversation which I had with you on the telephone on one of my trips to New York, at which time you stated that if I would let you know a few days in advance of one of my visits, you would be very glad, if convenient, to give me a little time in which to discuss the range and application of annuities and how they are used in connection not only with life income, but the conservation of estates and elimination of taxes.

In this connection I am planning to be in New York on the 29th and 30th of this month, and I would like very much to see you on either one of these days at an hour that suits your convenience.

I will be very glad indeed to either meet you at your office or if it is more comfortable, and convenient, to see you at your home in Flushing. I have other matters that I am going to take up in New York on this forthcoming trip, and I am very desirous of having an hour or two with you, in accordance with our suggestion of last fall. I trust it will be convenient for you to see me. If you prefer to make the date later that week or some time during the following week, I can change my plans because the other business matters that I have to take care of will not interfere with my seeing you either week that is more convenient.

Looking forward with much pleasure to seeing you at that time, and awaiting with interest your reply, I am

Very truly yours,


Asst. Agency Manager

RLjr/P

April 21st, 1936

Mr. Ralph Lowe, Jr.,
Rm. 1216, 100 Milk St.,
Boston, Mass.

Dear Mr. Lowe:

I have delayed answering your letter as I did not know until now just when I would be away. I am leaving for about two weeks in the South and will not back until about the first week in May. Therefore it would not be worth your while to try and see me this time as I will be especially busy for several days after my return.

I do not know if it would pay you anyway as there are two people in the Equitable here trying to sell me annuities as well as two other companies.

Very truly yours,

Curator

HW ks